

FOR WIRE TRANSMISSION 8:30 A.M. ET, Tuesday, October 15, 2002

CB02-134

## **MANUFACTURING AND TRADE INVENTORIES AND SALES** **August 2002**

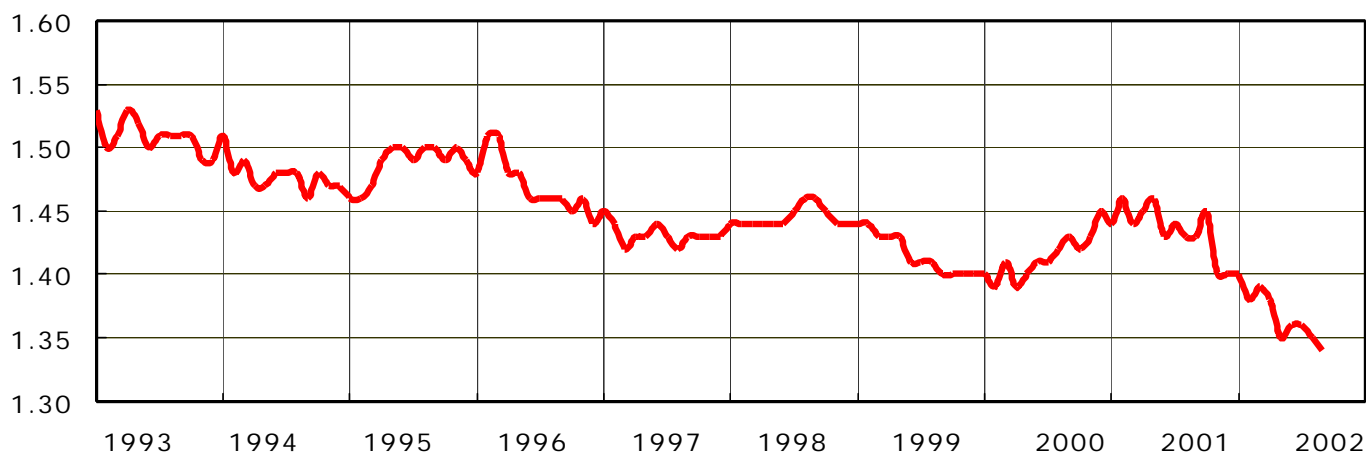
**Sales.** The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments (excluding semiconductors) for August, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$835.6 billion, up 0.2 percent ( $\pm 0.2\%$ ) from July and were up 2.3 percent ( $\pm 0.3\%$ ) from August 2001.

**Inventories.** Manufacturers' and trade inventories (excluding semiconductors) adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,123.6 billion, down 0.1 percent ( $\pm 0.1\%$ ) from July and were down 3.6 percent ( $\pm 0.3\%$ ) from August 2001.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of August was 1.34. The August 2001 ratio was 1.43.

### **Total Business Inventories/Sales Ratios: 1993 to 2002**

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



**The Manufacturing and Trade Inventories and Sales Report for September is scheduled for release November 15, 2002 at 8:30 a.m.** Questions concerning this report may be addressed to: Scott Scheleur (301) 763-2713 (Retail), Dan Sansbury (301) 763-4832 (Manufacturing), or Nancy Piesto (301) 763-2747 (Wholesale). Electronic inquiries may be sent to: [retail.trade@census.gov](mailto:retail.trade@census.gov).

The wholesale and manufacturing data in this report also appear in the following monthly Census Bureau publications: Current Industrial Reports (see M3 series for manufacturers data) and Current Business Reports (see BW series for merchant wholesalers). Retail data are available on the Census website at <http://www.census.gov/mrts/www/mrts.html>. August data were released October 3 for Manufacturers and October 10 for merchant wholesalers. The data are also available the day of issue on the Internet-<http://www.census.gov/bussales> - and on Department of Commerce's STAT-USA website; for information, call (202) 482-1986.

**Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers**  
(In millions of dollars)

	Sales			Inventories <sup>1</sup>			Inventories/Sales Ratios		
	Aug. 2002	Jul. 2002	Aug. 2001	Aug. 2002	Jul. 2002	Aug. 2001	Aug. 2002	Jul. 2002	Aug. 2001
	(p)	(r)	(s)	(p)	(r)	(s)			
<b>Adjusted<sup>2</sup></b>									
Total business <sup>3</sup> .....	835,554	833,564	817,149	1,123,608	1,124,317	1,165,208	1.34	1.35	1.43
Manufacturers <sup>3,4</sup> .....	324,214	326,101	326,654	427,924	427,996	456,084	1.32	1.31	1.40
Retailers .....	277,872	276,110	263,756	411,154	412,238	412,045	1.48	1.49	1.56
Merchant wholesalers .....	233,468	231,353	226,739	284,530	284,083	297,079	1.22	1.23	1.31
<b>Not Adjusted</b>									
Total business .....	861,603	811,719	848,325	1,112,314	1,111,439	1,153,355	1.29	1.37	1.36
Manufacturers <sup>3,4</sup> .....	331,988	297,552	334,992	431,705	429,733	460,030	1.30	1.44	1.37
Retailers .....	290,812	279,044	276,346	399,846	399,327	400,379	1.37	1.43	1.45
Merchant wholesalers .....	238,803	235,123	236,987	280,763	282,379	292,946	1.18	1.20	1.24

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

**Table 2. Percent Changes for Sales and Inventories -- Manufacturers, Retailers, and Merchant Wholesalers**

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Aug 02/ Jul 02	Jul 02/ Jun 02	Aug 02/ Aug 01	Aug 02/ Jul 02	Jul 02/ Jun 02	Aug 02/ Aug 01	Aug 02/ Jul 02	Jul 02/ Jun 02	Aug 02/ Aug 01	Aug 02/ Jul 02	Jul 02/ Jun 02	Aug 02/ Aug 01
Total business .....	0.2	1.3	2.3	-0.1	0.4	-3.6	6.1	-3.2	1.6	0.1	0.4	-3.6
Manufacturers .....	-0.6	1.6	-0.7	0.0	-0.1	-6.2	11.6	-12.3	-0.9	0.5	1.1	-6.2
Retailers .....	0.6	1.4	5.4	-0.3	0.8	-0.2	4.2	2.4	5.2	0.1	-1.0	-0.1
Merchant wholesalers .....	0.9	0.7	3.0	0.2	0.6	-4.2	1.6	3.7	0.8	-0.6	1.1	-4.2

**Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business**  
(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories <sup>1</sup>			Percent Change In Inventories			Inventories/Sales Ratios		
		Aug. 2002 (p)	Jul. 2002 (r)	Aug. 2001 (s)	Aug. 2002 (p)	Jul. 2002 (r)	Aug. 2001 (s)	Aug. 02/ Jul. 02	Jul. 02/ Jun. 02	Aug. 02/ Aug. 01	Aug. 02	Jul. 02	Aug. 01
	Adjusted <sup>2</sup>												
	Retail trade, total.....	277,872	276,110	263,756	411,154	412,238	412,045	-0.3	0.8	-0.2	1.48	1.49	1.56
	Total (excl. motor veh. & parts).....	200,766	200,115	193,551	282,883	283,281	283,239	-0.1	0.4	-0.1	1.41	1.42	1.46
441	Motor vehicle & parts dealers.....	77,106	75,995	70,205	128,271	128,957	128,806	-0.5	1.7	-0.4	1.66	1.70	1.83
442,3	Furniture, home furn., elect. & appl. stores..	15,667	15,576	14,949	26,615	26,563	24,593	0.2	1.4	8.2	1.70	1.71	1.65
444	Building materials, garden equip & supplies..	26,539	26,367	24,995	40,868	40,818	40,026	0.1	-0.2	2.1	1.54	1.55	1.60
445	Food & beverage stores.....	40,085	40,147	39,470	33,397	33,171	33,595	0.7	-0.4	-0.6	0.83	0.83	0.85
448	Clothing & clothing access. stores.....	14,476	14,427	14,182	33,633	33,781	34,394	-0.4	0.0	-2.2	2.32	2.34	2.43
452	General merchandise stores.....	38,349	38,162	36,241	64,392	64,522	66,408	-0.2	0.9	-3.0	1.68	1.69	1.83
4521	Dept. stores. (excl. leased depts.).....	18,841	18,901	19,281	39,729	39,852	42,644	-0.3	0.4	-6.8	2.11	2.11	2.21
	Not Adjusted												
	Retail trade, total.....	290,812	279,044	276,346	399,846	399,327	400,379	0.1	-1.0	-0.1	1.37	1.43	1.45
	Total (excl. motor veh. & parts).....	205,873	197,634	198,943	280,884	277,567	281,171	1.2	1.1	-0.1	1.36	1.40	1.41
441	Motor vehicle & parts dealers.....	84,939	81,410	77,403	118,962	121,760	119,208	-2.3	-5.5	-0.2	1.40	1.50	1.54
442,3	Furniture, home furn., elect. & appl. stores..	16,027	14,961	15,283	26,003	25,899	24,052	0.4	1.9	8.1	1.62	1.73	1.57
444	Building materials, garden equip & supplies..	27,522	28,622	26,422	40,173	40,410	39,346	-0.6	-2.5	2.1	1.46	1.41	1.49
445	Food & beverage stores.....	41,390	41,190	40,501	32,630	32,424	32,831	0.6	-1.1	-0.6	0.79	0.79	0.81
448	Clothing & clothing access. stores.....	15,263	12,982	14,923	34,608	33,849	35,357	2.2	4.2	-2.1	2.27	2.61	2.38
452	General merchandise stores.....	38,376	35,533	36,224	63,758	61,964	65,640	2.9	2.7	-2.9	1.66	1.74	1.81
4521	Dept. stores. (excl. leased depts.).....	18,766	16,842	19,223	39,292	38,059	42,090	3.2	2.5	-6.6	2.09	2.26	2.19

(p) Preliminary (r) Revised (s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

<sup>1</sup> Inventories are on a non-LIFO basis as of the end of the month.

<sup>2</sup> Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

<sup>3</sup> Total business and manufacturers estimates exclude semiconductor manufacturers. The number of semiconductor manufacturers choosing not to participate in the voluntary manufacturing monthly survey has risen to a level such that the Census Bureau can no longer produce monthly estimates of semiconductor data.

<sup>4</sup> Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: U.S. and group totals include kinds of business not shown. The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is  $\pm 1.2$  percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Measures of reliability for Retail and Wholesale sales and inventory levels and changes are included in the detailed monthly press releases for those Industries. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample) response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.